



2023 Annual Lobbying Disclosure Report

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Introduction

It is the Department of State's pleasure to provide the 2023 Lobbying Disclosure Annual Report. Jan. 1, 2023, kicked off the ninth registration period under the Department's administration.

The Department continues to work closely with the Pennsylvania State Ethics Commission to ensure compliance with Quarterly Expense Reporting requirements and to assist the people of the Commonwealth with their questions relating to lobbying disclosure in Pennsylvania.



The Department continues to focus on outreach efforts by sending quarterly newsletters to filers informing them of upcoming deadlines, important updates to the system, and frequently asked questions. Along with quarterly newsletters, autodial and email reminder notices are sent to all principal registrations prior to the Quarterly Expense Report deadlines. We now offer trainings for any functionality in our system and have added training videos to our [website](#).

Thank you to the lobbying community for their consistent feedback, most recently regarding the Equity Reporting requirement. The Department was able to add functionality into the current system to allow users to submit their reports in the same location as their registration and expense reports and to allow the public to view the reports in the same location.

The Department looks forward to continuing our service to the people of the Commonwealth and Pennsylvania's lobbying community.

Summary of Act 134 of 2006

[Act 134 of 2006](#) amends Title 65 (relating to public officers) providing for regulation and disclosure of lobbying activity.

The act establishes the authority of the legislature to regulate persons employed to influence the actions of the General Assembly and the Executive Department in a "fair and equitable manner." It expressly states that membership in a regulated profession shall not excuse a lobbyist from compliance. The act defines lobbying as "an effort to influence legislative action or administrative action" and includes direct or indirect communication, office expenses, and providing any gift, hospitality, transportation, or lodging to a state official or employee for the purpose of advancing the interest of a lobbyist or principal.

The act defines "administrative action" to include an agency's:

- proposal, consideration, promulgation, or rescission of a regulation;
- development or modification of a statement of policy;
- approval or rejection of a regulation;
- procurement of supplies, services, and construction under 62 Pa C.S. (relating to procurement);
- review, revision, approval, or disapproval of a regulation under the Regulatory Review Act;
- the Governor's approval or veto of legislation;
- the nomination or appointment of an individual as an officer or employee of the Commonwealth;
- proposal, consideration, promulgation, or rescission of an executive order.

The act defines "legislative action" to include an action taken by a state official or employee involving the preparation, research, drafting, introduction, consideration, modification, amendment, approval, passage, enactment, tabling, postponement, defeat, or rejection of:

- legislation;
- legislative motions;
- a veto by the Governor;
- confirmation of appointments by the Governor;
- appointments to public boards or commissions by a member of the General Assembly.

Registrations

Unless exempt under 65 Pa.C.S. § 13A06, lobbyists, lobbying firms, and principals must register biennially with the Department. The most common exemptions from registration include:

- §13A06(4): “an individual whose economic consideration for lobbying, from all principals presented, does not exceed ‘\$2,500’ [Effective January 1, 2017, the threshold increased to \$3,000] in the aggregate during any reporting period” and
- §13A06(5): “an individual who engages in lobbying on behalf of the individual’s employer if the lobbying represents less than 20 hours during any reporting period.”

With the enactment of [Act 2 of 2018](#), registration must be done electronically using the Department’s computerized filing system. The fee to register is \$300 and must be received within five days of filing the registration statement. This registration statement must be filed within 10 days of acting in any capacity as a lobbyist, lobbying firm, or principal. See the definition of “engaging in lobbying” in the regulations at 51 Pa. Code § 51.1. A full list of registration exemptions can be found at [65 Pa.C.S. §13A06](#).

The registration portal is available at www.palobbyingservices.pa.gov. Lobbyists who register must also supply a photo within five days of filing a registration statement.

Registrants may pay the registration fee online with a credit card via the website or may pay by check. To pay by check, registrants must print a remittance form that has been pre-populated with their specific information and mail it along with the registration fee.

Registration Renewals

A lobbyist, lobbying firm, or principal must renew their registration with the Department at the beginning of each new biennial registration period, unless exempt under §13A06 of Act 134 of 2006.

Previous lobbying registrations expire 10 business days after the beginning of the new registration period. A registration renewal must be filed within 10 days of acting in any capacity as a lobbyist, lobbying firm, or principal. See the definition of “engaging in lobbying” in the regulations at 51 PA. Code § 51.1. Registration renewal must include a \$300 registration fee to be received within five days of filing the registration renewal online. At the time of renewal, registrants are responsible for reviewing their current registration record for any updates or changes that should be made to ensure accurate disclosure. Registrants have the option of paying their renewal fee by credit card.

Registrants are strongly encouraged to use their existing registration record to complete their renewal. Some registrants erroneously create new registration records when attempting to renew their registration. This can create gaps in the continuity of registration information and problems in accurately assessing non-compliance issues.

To continue using an existing registration, registrants should select “Renew” beside their expired registration status and provide their registration number.

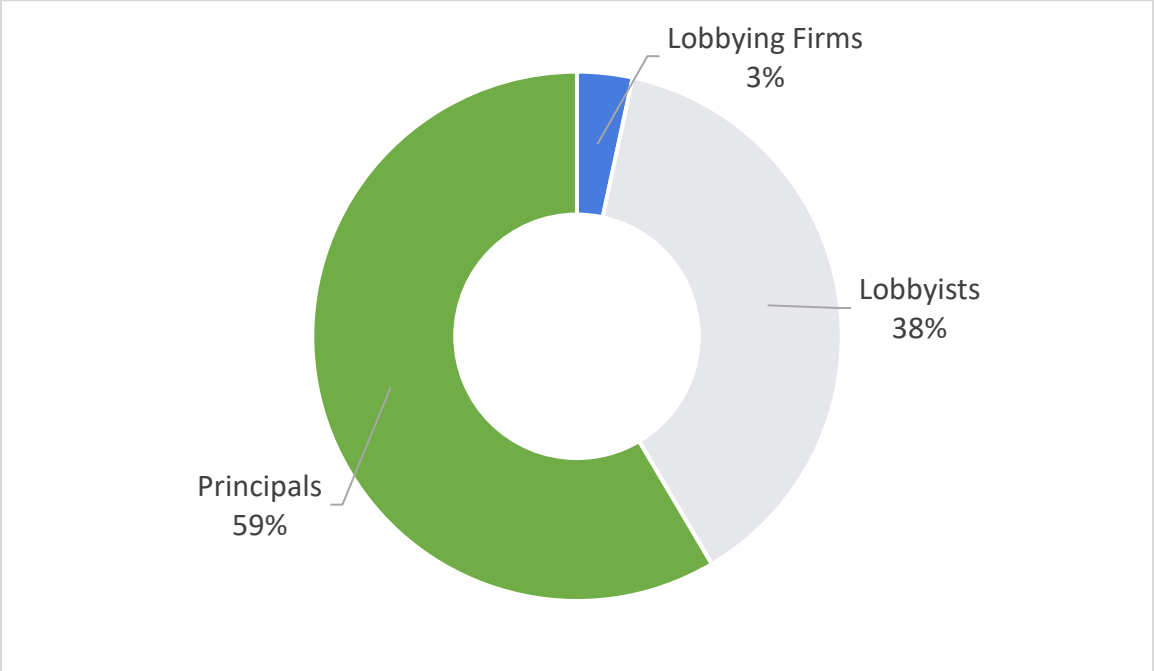
All registrations that are not renewed by January 1 of the new registration period automatically change to a status of “expired.” If a registrant is not actively lobbying at the time, they may choose to wait until they are no longer exempt to renew their registration.

A registration with a status of “expired” does not prevent the registrant from amending any previously submitted quarterly expense reports.

While a majority of registrants renewed their registrations with the Department at the beginning of the biennial registration period, a few registrants renewed their registrations in December 2022.

New Registrations for 2023

Anyone who registered for the first time in 2023



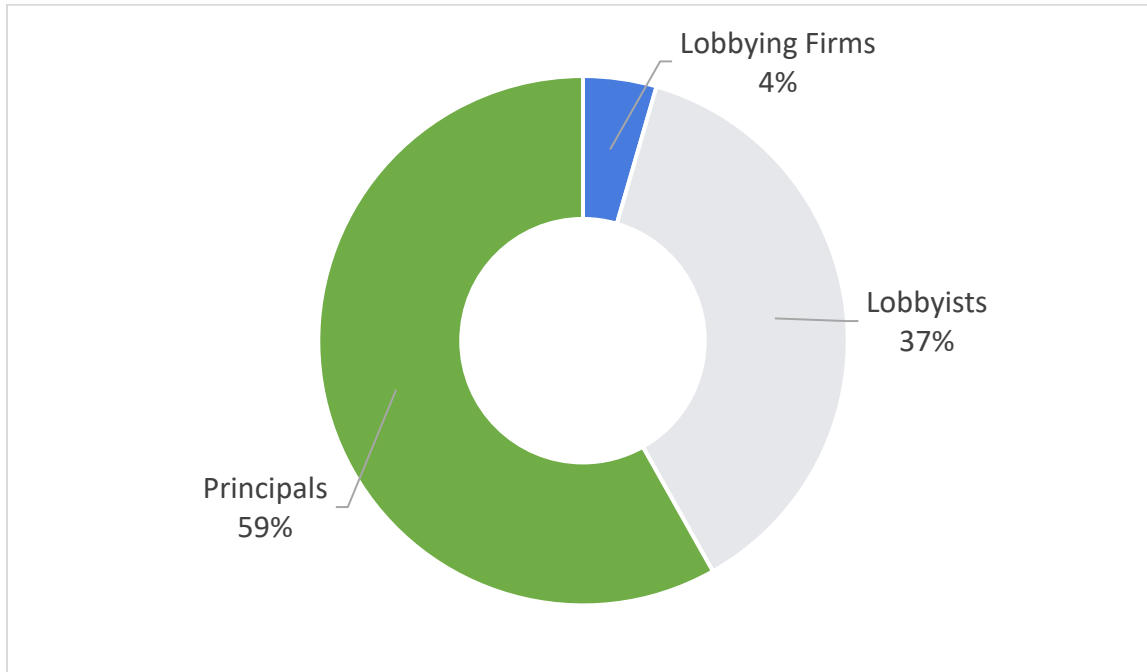
Lobbying Firms: 16

Lobbyists: 231

Principals: 355

Total: 602

Total Registrants for 2023



Lobbying Firms: 141

Lobbyists: 1,243

Principals: 1,993

Total: 3,377

Terminations

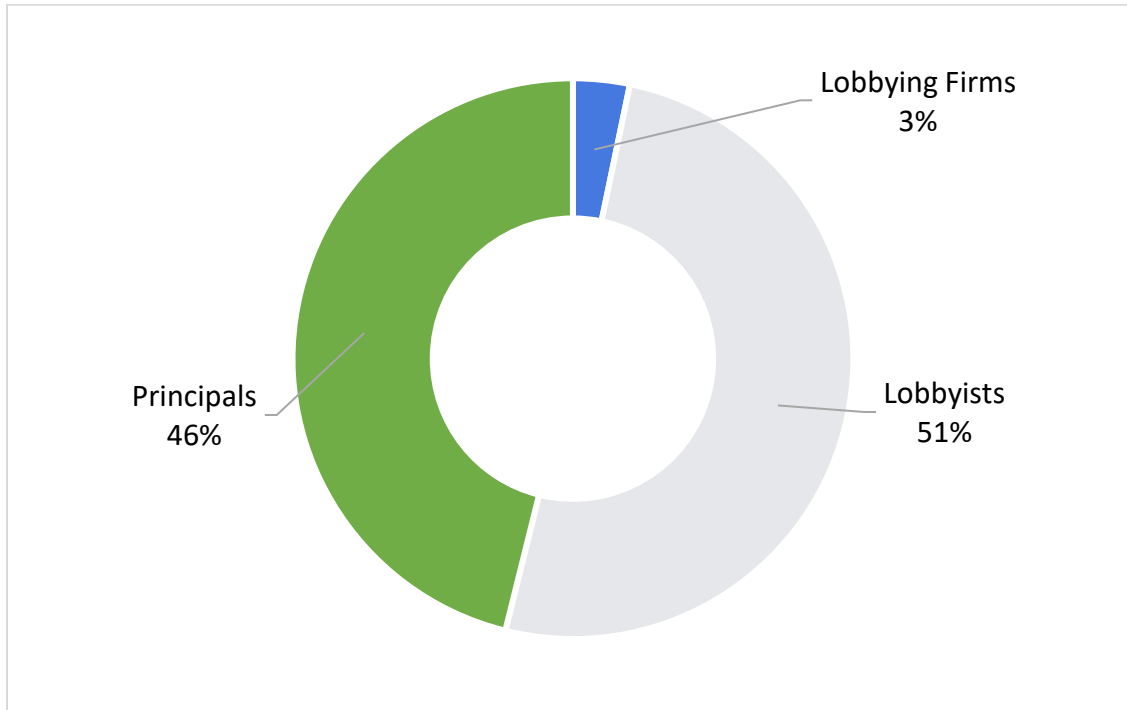


If a registrant intends to cease lobbying activity in the Commonwealth, the registrant may file a notice of termination online.

If a former registrant wishes to begin lobbying activity again after filing a notice of termination, the former registrant must initiate a new registration statement.

In 2023, a total of 124 lobbyists, 8 lobbying firms and 113 principals terminated their registrations with the Department.

Total Terminated for 2023



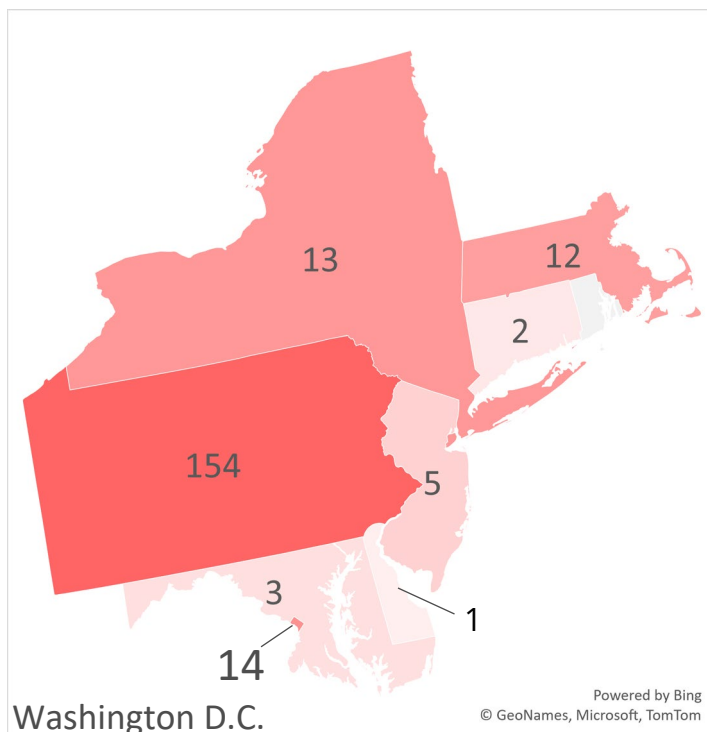
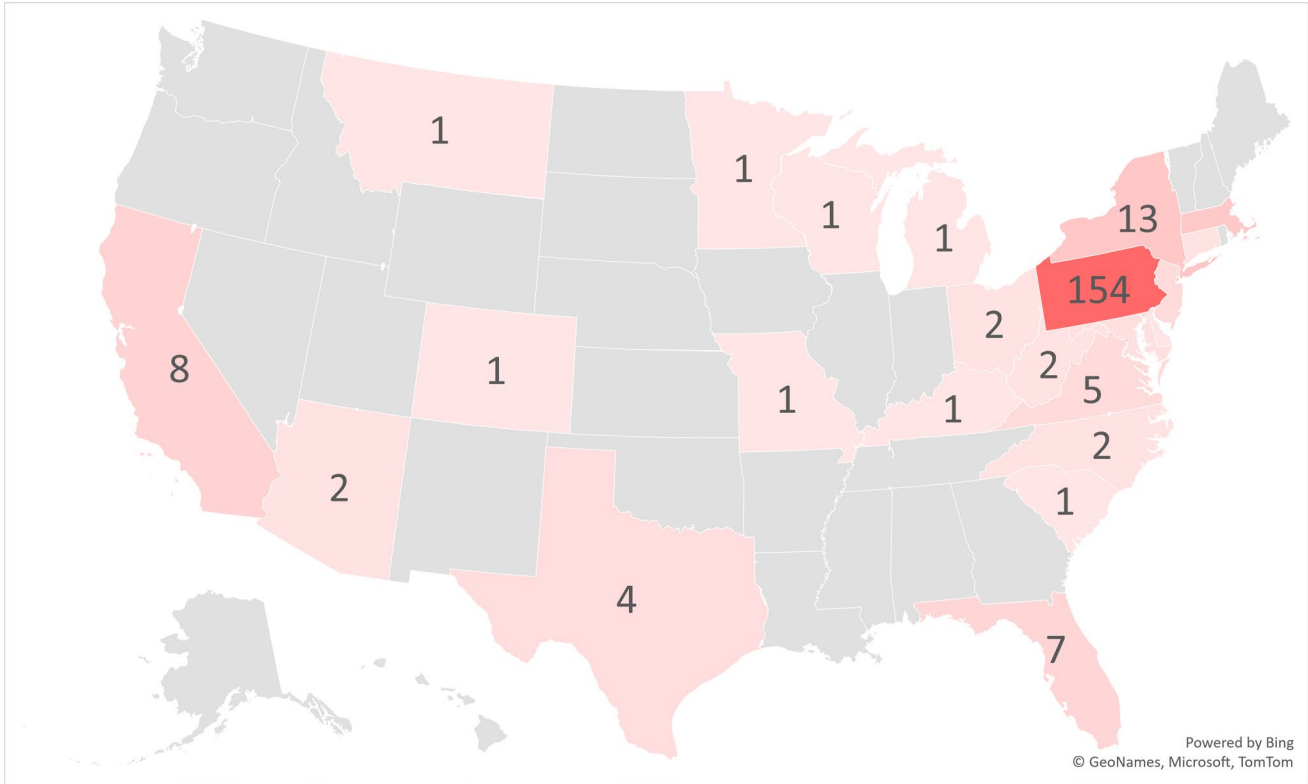
Lobbying Firms: 8

Lobbyists: 124

Principals: 113

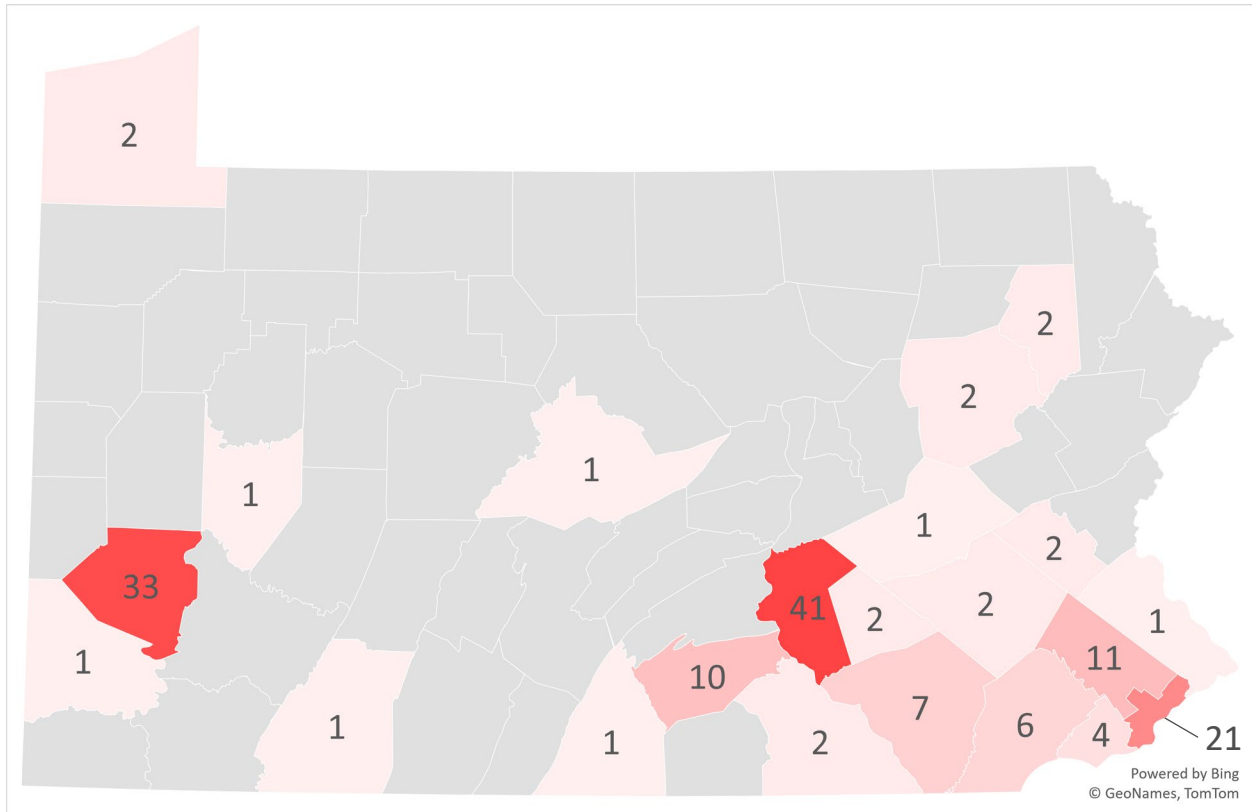
Total: 245

Terminations by State



Terminations by State – Northeast

Terminations by County



Expired Filers

Lobbying registrations expired Jan. 1, 2023. All registrations that were not renewed maintain a status of “expired.”

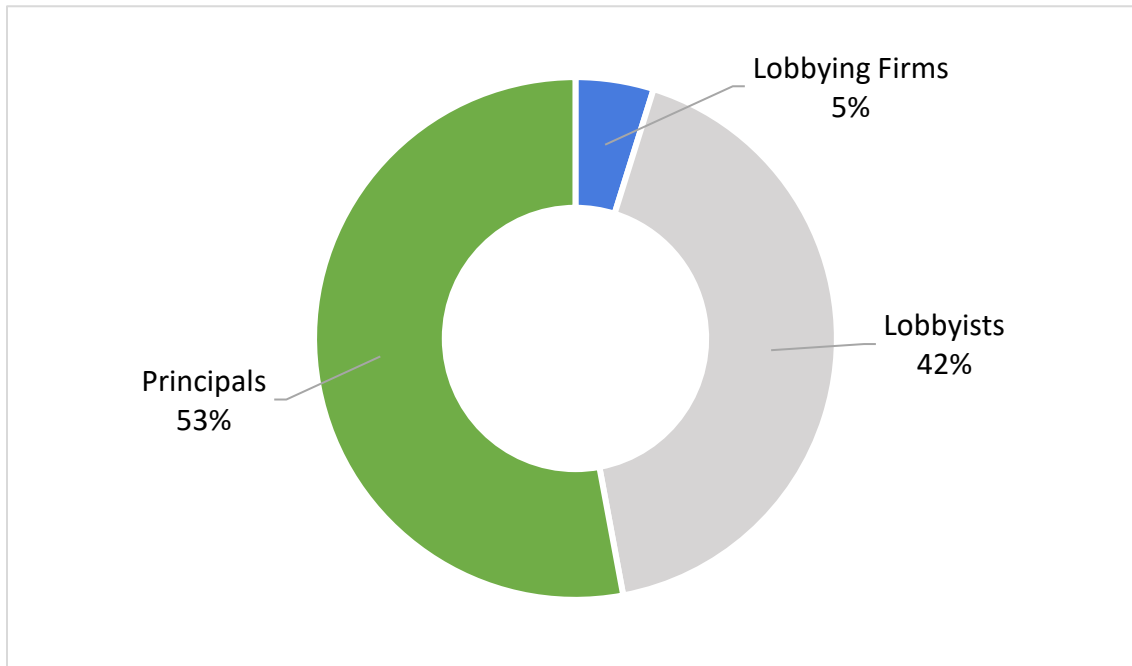
If a registrant is not actively lobbying at the time, they may choose to wait until they are no longer exempt to renew their registration. A registration with a status of “expired” does not prevent the registrant from amending any previously submitted quarterly expense reports.

Once a registration has expired, it may only be transferred by a staff member at the Department.

A majority of registrants renewed their registrations with the Department at the beginning of the biennial registration period.

In 2023, a total of 166 lobbyists, 19 lobbying firms, and 208 principals did not renew their registration with the Department and are in “expired” status.

Total Expired for 2023



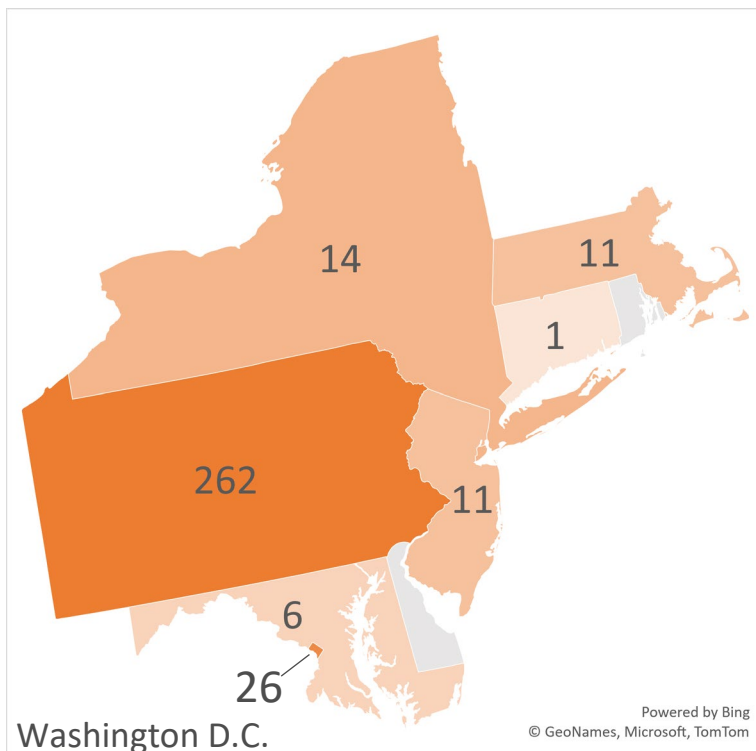
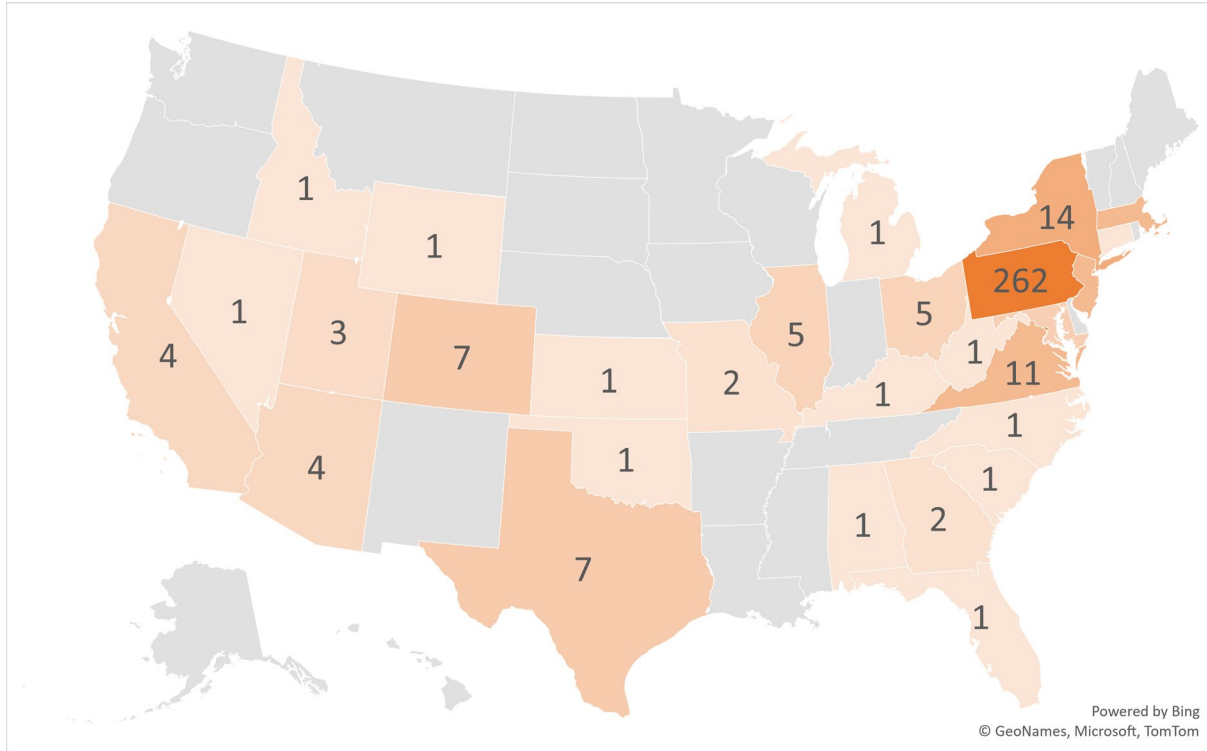
Lobbying Firms: 19

Lobbyists: 166

Principals: 208

Total: 393

Expired by State

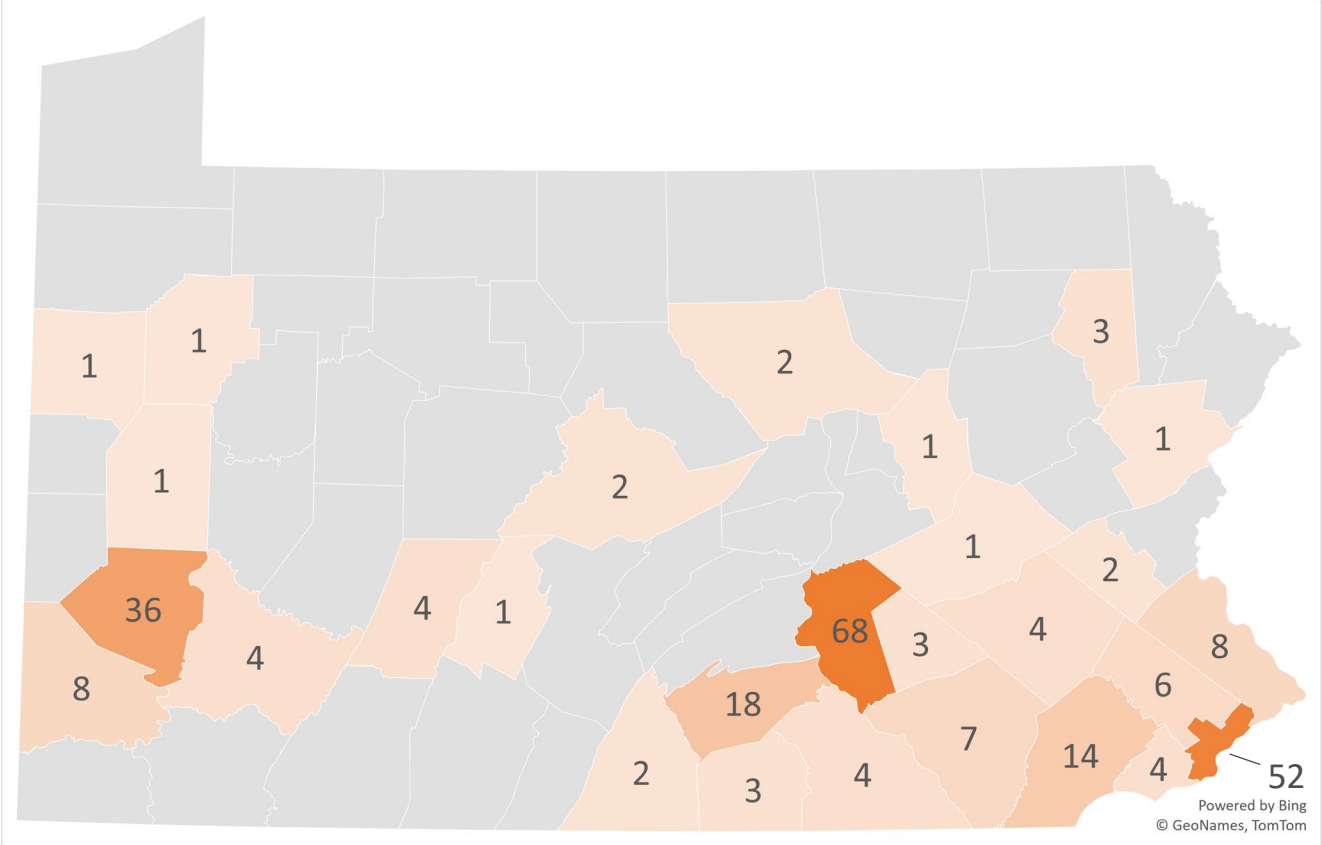


Expired by State – Northeast

Washington D.C.

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Expired by County



Expense Reporting

[Section 13A05 \(a\)](#) of Act 134 of 2006 requires a registered principal to file quarterly expense reports. If a lobbyist or lobbying firm reports all expenses to and through their respective principals, then the lobbyist or lobbying firm is not required to file expense reports.

Under certain circumstances, a lobbying firm or lobbyist may be required to submit a quarterly expense report. According to §13A05(b)(6) of Act 134, a lobbying firm or lobbyist not associated with a firm shall submit an expense report if lobbying expenses were not contained in any expense report filed by a represented principal.

A lobbying firm or lobbyist may attach a statement to the report filed by a represented principal describing the limits of the lobbyist's or lobbying firm's knowledge concerning the expenditures contained in the principal's report.

With the enactment of [Act 2 of 2018](#), principals, lobbying firms, and lobbyists who are required to file expense reports must do so electronically using the Department's computerized filing system.

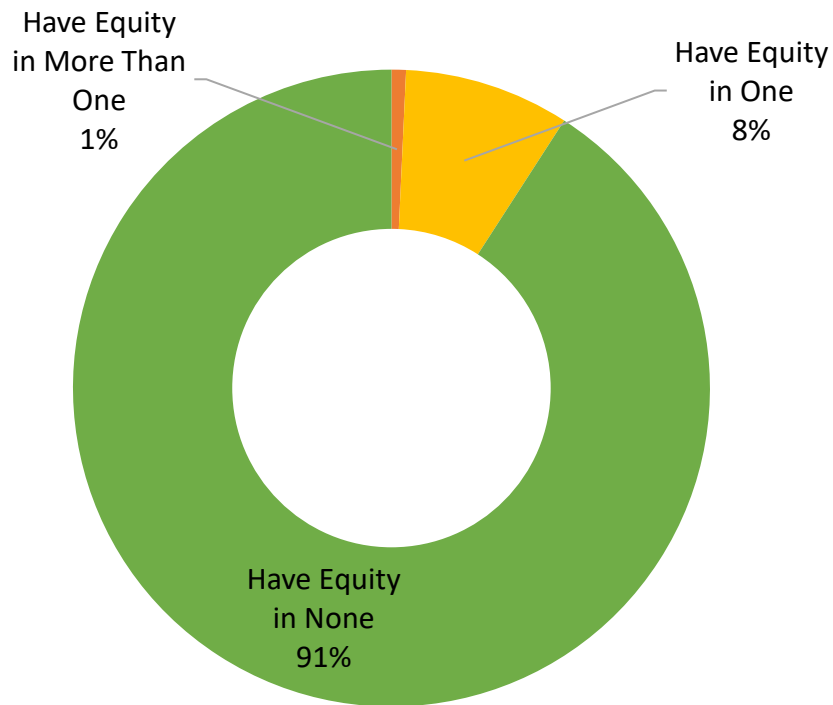
Equity Reports 2022-2023

Act 70 of 2021 introduced Equity Reports. Each lobbyist and lobbying firm registered with the Department was required to complete an Equity Report by July 30, 2023. The most recent reporting period was July 1, 2022, through June 30, 2023. If any lobbying firm or lobbyist was registered within the reporting period, an equity report was due.

Equity Reports disclose how much equity a lobbyist or lobbying firm holds or has held in an affiliated principal for whom that lobbyist or lobbying firm lobbied during the reporting period. Equity means any interest or ownership. The term “interest or ownership” includes but is not limited to any interest in any shares (however designated, whether voting or nonvoting); membership interests (however designated, whether voting or nonvoting); partnership interests (whether general or limited); and any other interest that confers the right to receive a share of the profits and losses of, or distributions of property of, any partnership or business.

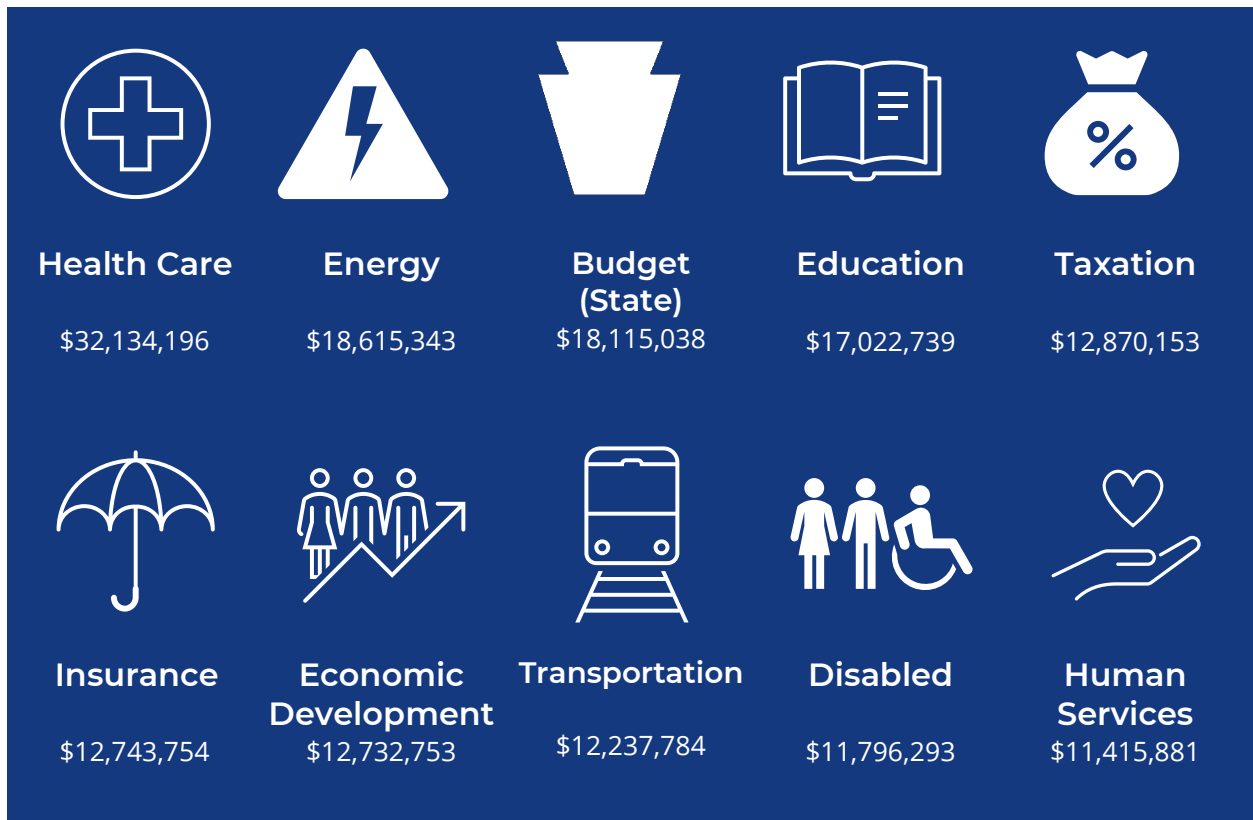
The Department was able to add functionality to our current system that allows users to submit their Equity Reports in the same location as their registration and expense reports. Equity Reports are published [on their own page on the Department's website](#).

2022-2023 Lobbyists/Lobbying Firms With and Without Equity in an Affiliated Principal



Top 10 General Subjects of Lobbying 2022-2023

****The totals listed below include costs associated with direct and indirect communication, as well as gifts, hospitality, transportation, and lodging.**



Allocated Lobbying Cost Categories

Total Expenditure Costs* \$1,727,003

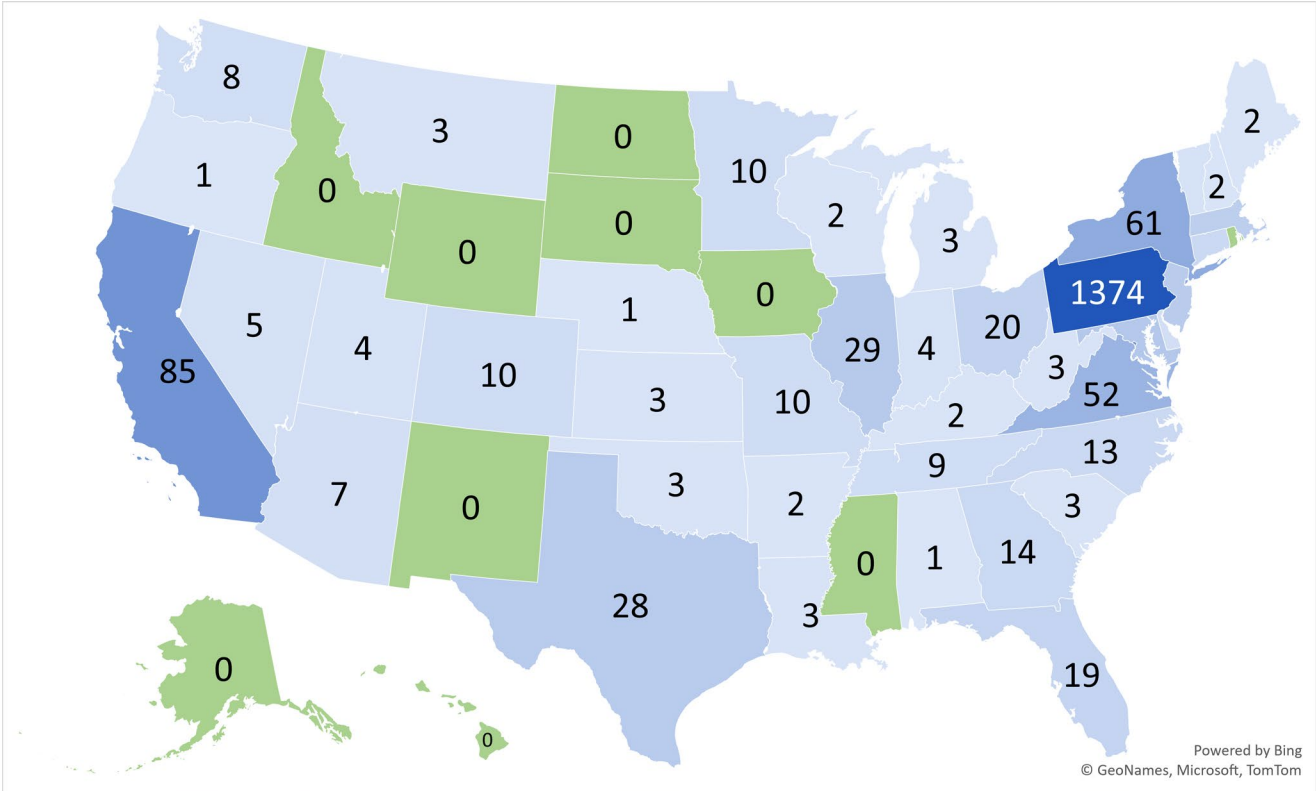
Total Direct Communication Costs \$102,680,144

Total Indirect Communication Costs \$42,704,013

Grand Total \$147,111,160

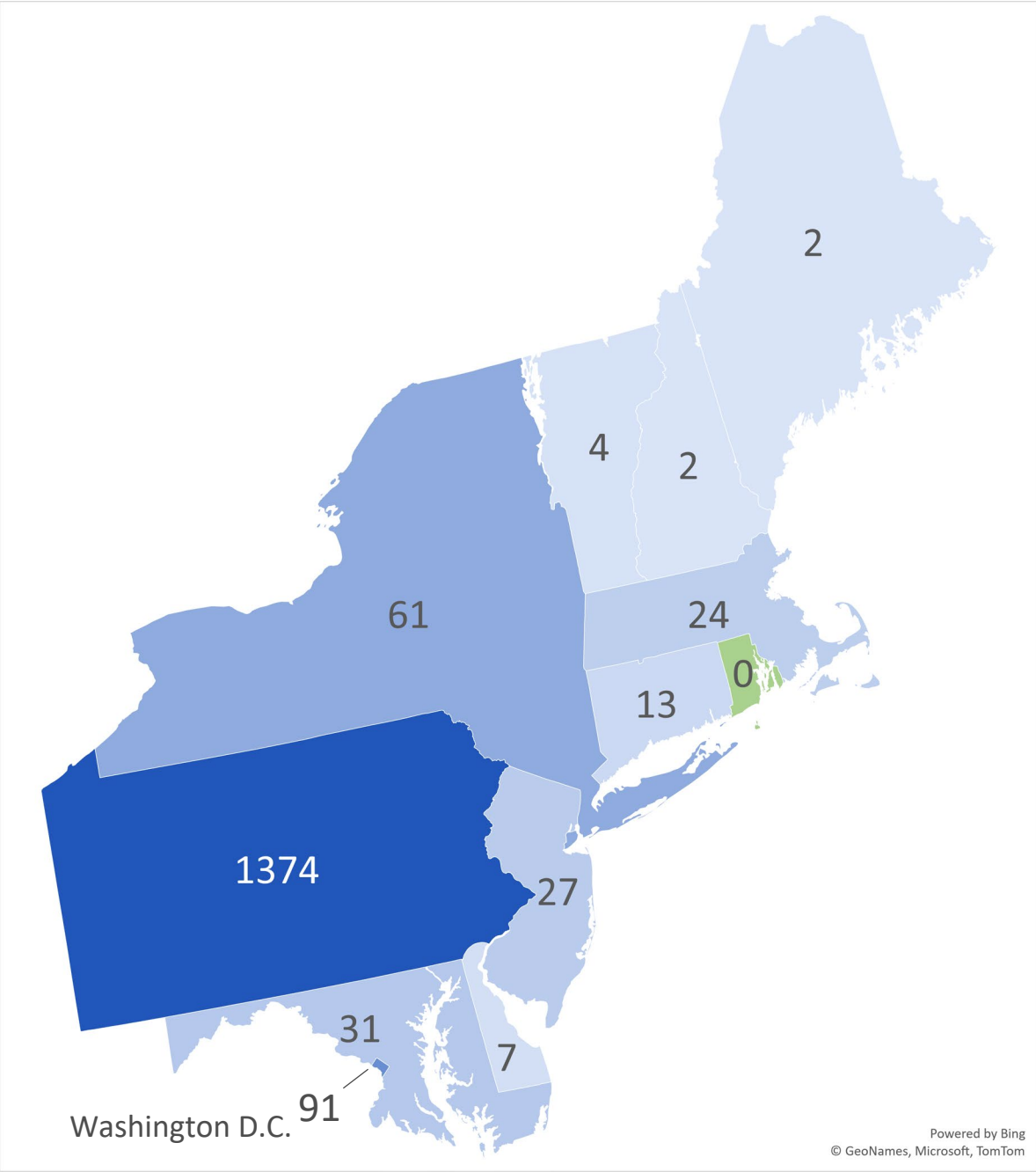
***Total expenditure category includes gifts, hospitality, transportation, and lodging for state officials or employees or their immediate families**

Principal Registration by State

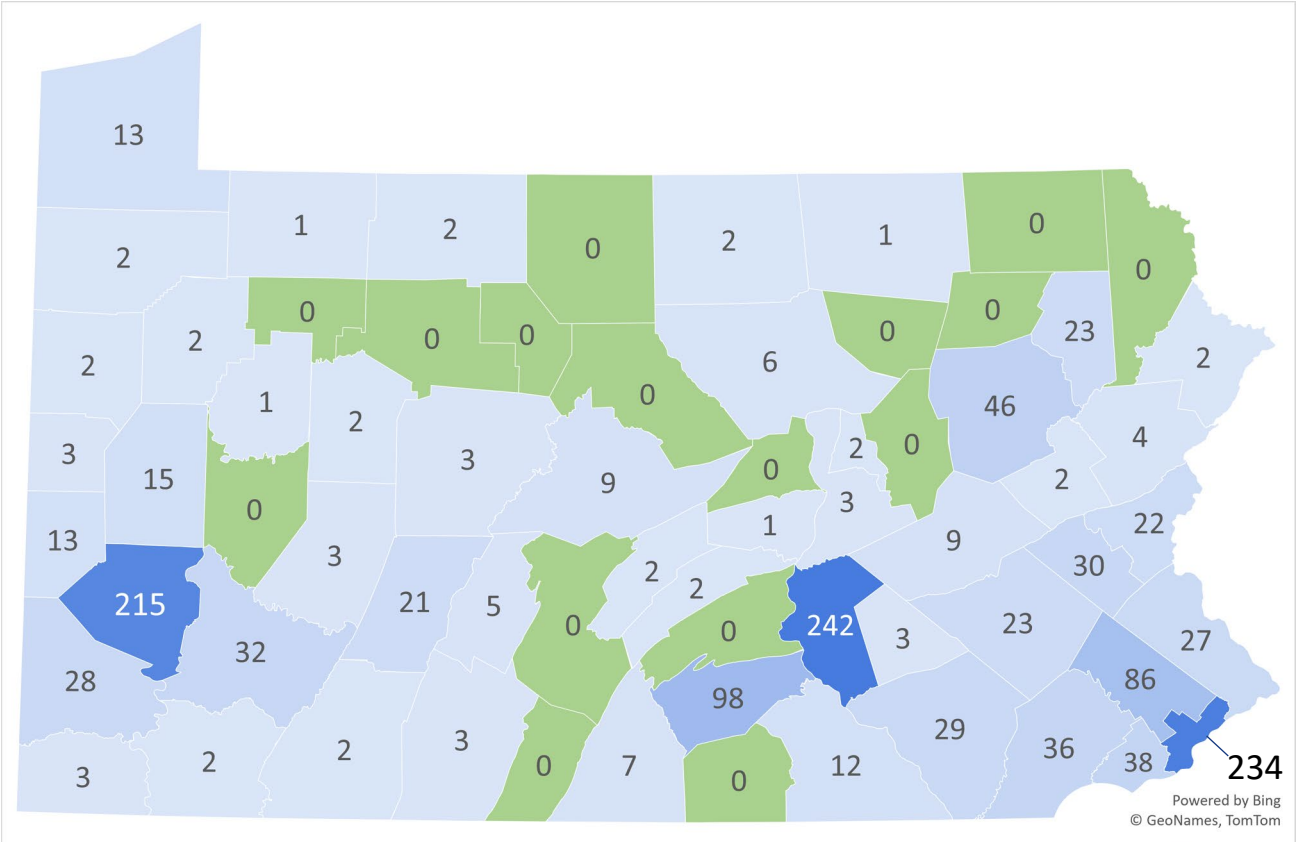


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Principal Registration by State – Northeast



Principal Registration by Pennsylvania County



Lobbying Disclosure Audits

The Department holds an audit lottery within 60 days of the close of the 4th quarter. The Department randomly selects 3% from each category of registrants: lobbyists, lobbying firms, and principals. The Department sends notification letters to all selected registrants, informing them of the auditing procedures. The Department then provides all registration and reporting records to an independent auditor.

The auditors contact the registrants directly to request any records deemed necessary to complete the audit. Based on their review of the records, the independent auditors draft a report to the Department and registrants. At that time, the registrants are invited to respond to the findings. The auditors then issue a final report to the registrants and the Department. When required, the Department acts as an intermediary between the auditors and the registrants throughout the auditing process.

In 2023, the Department selected 101 registrants to be audited by Wessell & Company. All audit reports remain confidential, except when requested by the State Ethics Commission as part of an investigation into an alleged violation. As such, the audits are a part of the enforcement mechanism under Act 134 of 2006.

Online Services

The Department launched its current Lobbying Services website in 2013. The website provides valuable information to registrants, the public, and the Department. Registrants and other public site users can use a search engine that allows them to find and view all registrations and expense reports that have been filed with the Department. The online filing system provides a search feature that can search by the registration number, the first or last name of a lobbyist, the name of a firm or principal, or even the letter P, F, or L entered into the registration number field to see all registered principals, firms, or lobbyists. The Department's website provides instructions on how to register and file reports, amendments, and terminations.

The website provides the option to view and print the Department's Lobbying Directory, which lists all registered lobbyists and firms with accompanying photos and contact information. Individuals can also access printable versions of Act 134 of 2006, the final regulations, and the Manual for Accounting and Reporting Deadlines through the [Department of State's website](#).

The Lobbying Services website requires registrants to create a username and password through [Keystone Login](#). Once created, the user can log in and will be able to file online. A username and password are not required to search records.

The online system allows users to manage their registration(s) and file their expense reports at any time prior to filing deadlines. Access is available 24 hours a day, seven days a week. This allows users to view the status of their registration and reports and determine whether the Department is in receipt of their filings.

The Department provides an [advanced search function](#) that includes affiliated political action committees, affirmations, gifts, reports, and subjects of lobbying.

Administration

Responsibility for administration and enforcement of Act 134 of 2006 is assigned to three state agencies and the Disciplinary Board of the Pennsylvania Supreme Court as follows:

- The Pennsylvania Department of State is responsible for overseeing registration, quarterly expense reporting, and audits.
- The Pennsylvania State Ethics Commission is responsible for administrative enforcement of the Act and for giving advice and opinions related to the act.
- The Pennsylvania Attorney General is responsible for criminal enforcement of the act.
- The Disciplinary Board of the Pennsylvania Supreme Court is responsible for administrative enforcement of the act as it pertains to attorneys.

